

Message Text

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PAGE 01 NAIROB 11125 301459Z
ACTION AF-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----114056 301920Z /46

R 301235Z AUG 77
FM AMEMBASSY NAIROBI
TO USDOC WASHDC
INFO SECSTATE WASHDC 911
AMEMBASSY LAGOS

UNCLAS NAIROBI 11125

USDOC FOR PROGRAM OFFICER BUCALO C/O CMM/MILES

E.O. 11652: N/A
TAGS: BEXP,KE,NI
SUBJ: WATER RESOURCES SALES SEMINAR

REF: USDOC 15898

1. PROPOSED ITINERARY AS FOLLOWS. SUNDAY EVENING - CASUAL DINNER AND INITIAL BRIEFING AT CONTROL OFFICER RESIDENCE. MONDAY (VETERAN'S DAY) - VEHICLE TOUR OF WATER PROJECTS, SUCH AS UPPER RESERVOIR SCHEME, MWEA IRRIGATION, ETC. TUESDAY - EMBASSY BRIEFING AND MEETINGS AT KEY TARGET AGENCIES, SUCH AS WATER DEVELOPMENT MINISTRY, IRRIGATION BOARD, ETC. TUESDAY EVENING - RECEPTION AT ECON/COMM COUNSELOR RESIDENCE. WEDNESDAY - SEMINAR PRESENTATIONSS AT HOTEL INTER-CONTINENTAL BALLROOM FOLLOWED BY MIXER. THURSDAY AND FRIDAY - INDIVIDUAL AND GROUP APPOINTMENTS AS PREVIOUSLY SCHEDULED, OPPORTUNITY FOLLOWUP. EMB WILL REPORT ADDITIONAL DETAIL ON ITINERARY AS ARRANGEMENTS ARE CONFIRMED.

2. EVENT WILL BE STAGED AT HOTEL INTER-CONTINENTAL. SINGLES RATE ABOUT 25 DLRS. SUITE RATE ABOUT 80 DLRS.

3. TOTAL REPRESENTATION ESTIMATE IS 550 DLRS AS FOLLOWS:
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RECEPTION - 250, MIXER - 150, HOSPITALITY SUITE - 100, COFFEE SERVICE DURING APPOINTMENTS-50. PAY-AS-YOU-GO COFFEE SERVICE COULD BE USED DURING SEMINAR BREAKS. AIRPORT PICK-UP DELIVERY AND TUESDAY TOUR ABOUT 400 DLRS. SECRETARIAL EXPENSE (TWO WEEKS) ABOUT 250 DLRS. TOTAL ABOUT 1200 DLRS.

4. NO CUSTOMS DIFFICULTY IS ANTICIPATED, ALTHOUGH CUSTOMS

BOND MAY BE REQUIRED FOR EQUIPMENT. SPECIFICATION OF ANY SUCH
ITMES IN ADVANCE IS RECOMMENDED.

5. ANY PROMOTIONAL MATERIAL WHICH CAN BE AIRPOUCHED WITH
REASONABLE ASSURANCE OF ARRIVING BEFORE ADVANCE OFFICER
SHOULD BE SENT. ALL SPECIFIC INFORMATION IS INCORPORATED AND
FACILITATES PROMOTION EFFORTS.

6. SUDCO ASSUMPTIONS ON NATURE OF APPOINTEMENTS IS CORRECT.
PARTICIPANTS WITH REPRESENTATION OR JOINT-VENTURE INTERESTS
CAN HAE INDIVIDUALIZED SCHEDULES SALE INTERESTS CAN BE
INDIVIDUALIZED
TO SOME EXTENT, BUT WILL LARGELY BE GROUP APPROACHES,
AT LEAST INITIALLY, BECAUSE OF INSTITUTIONAL NATURE OF
PRIMARY TARGET AUDIENCE.

7. SEMINAR CONTROL OFFICER IS FRANK R. ADAMS.

8. SINGLE ACCOMODATION AT INTERCON CONFIRMED FOR ADVANCE
OFFICER BIDDLE. IN-OCT 8TH. OUT-OCT.15TH. CONTROL OFFICER
WILL MEET. REQUEST BIDDLE CONFIRM FROM LAGOS.

9. INTERCON BALLROOM FOR SEMINAR PRESENTATIONS AND BUSINESS
APPOINTMENTS WILL BE GRATIS UNLESS ANOTHER PARTY BOOKS.

10. MURPHY DIESEL LITERATURE ARRIVED.
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Message Attributes

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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
Disposition History: n/a
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